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## **Virtustream Secures \$25 Million Equity Financing**

*Announcement at VMworld 2009 Validates Firm as Player in Enterprise Computing*

**SAN FRANCISCO and LONDON--(BUSINESS WIRE)—September 01, 2009** -- Virtustream, Inc. a privately held infrastructure services firm, today announced the completion of new equity financing with total commitments of \$25 million led by Virginia based Columbia Capital and Miami based Blue Lagoon Capital.

Virtustream is an infrastructure services firm committed to helping clients actualize the enterprise cloud by providing strategy, integration and managed services leveraging deep virtualization experience, and its own proprietary platform. The infusion of funding is part of Virtustream's growth strategy and will be used to continue accelerating its platform development, build international presence and expand domain expertise.

"Columbia Capital is excited to work with this team of experienced virtualization and enterprise transformation professionals," said Patrick Hendy, Partner at Columbia Capital. "We are very impressed with Virtustream's proven management team and feel that they are well positioned to take the lead in the enterprise cloud computing space."

"Virtustream has deep virtualization experience, breadth & depth of highly scalable services, strategic alliances with key hardware and software partners as well as unique business and pricing models making them a compelling alternative to larger firms," said Rodney Rogers, CEO of Blue Lagoon Capital.

Virtustream also recently completed the acquisition of VirtualizeIT, the premier European consultancy practice dedicated to the advancement and adoption of virtualization technologies, and Brigh Technologies (Brigh), the leading North American provider for the design and deployment of custom solutions in the virtualization space. The union brings together pioneers in enterprise computing including being one of the first VMware professional services partners in North America and the 2008 VMware EMEA Partner of the Year. The stockholders of both acquired companies will have an equity interest in Virtustream, and all employees will continue their employment with Virtustream.

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“Virtustream’s strategy is to fold VirtualizeIT and Brigh’s recognized virtualization services leadership into our existing capabilities to continue to build out our proprietary platform,” said Kevin Reid, CEO of Virtustream. “The platform will harness years of experience gained from thousands of successful physical to virtual transformations performed by both entities, leveraging the tools and historical data collected from those environments.”

“VirtualizeIT and Brigh’s clients recognize the complexity of being efficient in a virtualized environment and we now have the collaborative ability to address additional requirements. Typically, when companies undergo some transformation exercise to move from a physical to a virtual world they traditionally see annual savings ranging from 30 to 50%. By adding the Infrastructure Services that Virtustream provides to manage that platform, our clients can potentially yield an additional 10 to 20% benefit. Our Infrastructure as a Service offering delivers unique, industry leading resource level Service Level Agreements,” added Reid.

As a silver sponsor, Virtustream will be showcasing their solutions in booth #2314 at the VMworld 2009 exhibition in San Francisco at The Moscone Center from August 31 through September 3. Key leadership will be available to brief media and analysts on the firm’s differentiators in the enterprise cloud space.

#### **About Virtustream, Inc.**

Virtustream, Inc. ([www.virtustream.com](http://www.virtustream.com)) is an infrastructure services firm committed to helping clients actualize the enterprise cloud by providing strategy, integration and managed services leveraging virtualization technologies, and our proprietary, secure platform. Virtustream delivers efficient infrastructure solutions, backed by guaranteed service levels and an industry leading resource-based pricing model, based on the company’s four pillars of managed service excellence including Virtualization Solutions, Infrastructure as a Service, Application Management, and Outsourcing. Through a self-service, automated foundation built on eight years of virtualization expertise, Virtustream delivers flexibility that allows clients to capitalize on the flux of today’s dynamic business requirements. Headquartered in Washington, D.C., the privately held company also has offices in London, Dublin and the Channel Islands.

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### **About Columbia Capital**

Columbia Capital is a premier venture capital franchise in enterprise information technology, wireless, broadband and media investing. Since their formation in 1989, the firm has taken a sector-focused approach to investing, and has funded over 120 companies in their core markets. That focus allows the firm to regularly identify disruptive emerging companies and to recognize and build value throughout a company's lifecycle – from early stage investments, to large growth stage financings and special situations.

### **About Blue Lagoon Capital**

Blue Lagoon Capital is a niche private equity company focused on infrastructure and energy management technologies. It was started in 2008 by entrepreneurs who had successfully built and operated one of the most successful US based Information Technology services firms in the past decade. The firm's philosophy is to invest in a limited number of companies so as to allow its main principals to contribute their operational expertise in a meaningful way.

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